

Business Trip to Colombia

March 12-16, 2018



ABOUT THE TRIP

Global Delaware invites you to join us on a business trip to Colombia to meet new customers and potential partners.

Meeting face-to-face with prospective customers is critical to establishing new business relationships around the world. Let us help you make the right contacts overseas and achieve new international sales!

We will arrange business meetings with distributors, agents, or customers according to your needs — all specific to your company.

"These trips with Global Delaware can be real game changers. Each trip we've gone on has given us solid leads, both direct customer and distribution partnerships, and led to new business overseas."

- Tom Zawislak, B&W Tek

THIS TRIP INCLUDES:

- Assistance from State of Delaware's trade representative, Migel de Regal in Colombia, and the Global Delaware staff.
- Translation of sales presentations and materials (if needed) and in-country transportation and interpreters on the trip.
- Preparation session, in-country briefing and follow-up support after the trip.

TRIP ITINERARY

March 12 Arrive in Bogotá, Colombia
March 13-15 Business Meetings in Bogotá
March 16 Depart for the U.S.

WHY COLOMBIA?

Colombia offers tremendous opportunities for Delaware companies having products or services in the health, security, environmental, wind energy, mass transit, auto parts, oil and gas, and food and beverage industries.

- U.S. has a Free Trade Agreement with Colombia.
- 96% of medical devices, lab equipment, and consumables enter duty free.
- 3rd largest population in South America; 48 million with a growing middle class.
- Only Latin American country with 5 major city hubs.
- Bogota expanding bus rapid transit system and is in the early stage of developing a metro system.
- 3rd largest automotive manufacturer in Latin America; 2nd largest manufacturer of motorcycles.

COST & DETAILS

Businesses are responsible for air, hotel, meals and incidental expenses.

A passport with at least 6 months of validity following dates of the travel is required.

MORE INFO

Contact the export team:
302-577-8465

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FUNDING ASSISTANCE

Funding Assistance is available to assist you with up to 50% of your eligible travel expenses. Funds are based on availability.

Apply at de.gov/funding.



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration

